

RJ REYNOLDS

TOBACCO COMPANY

Attention *Judy Camp Bell*

December 24, 1996

S. R. MacLEOD
Region Operations Mgr160 Lawrence Bell Drive
Suite #400
Williamsville, NY 14221
(716) 634-8232
Fax (716) 634-3145

RJR Account #315288

Mr. B. Grismore
DOWLING, INC.**FEBRUARY DORAL B2G1F / PROMOTION #700046**

Dear Bud:

DORAL B1G1F product, and LIVE product, has been ordered (see quantities listed below), as well as 165 skus of B2G1F sleeves (Item #520841) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor King	12300-23883	11	12300-16812	3
Light 100	12300-23881	11	12300-16212	3

Product PO # 1201; Displays PO # 1201B

Product / Premium Arrival:

January 20, 1997

Ship Date to Retail:

Week of: January 27, 1997

SKU CUBE:

1.3600

SKU WT (w/o Product):

4.0000 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Savings Cartons

EFT \$ Amount:

\$4,499.95

Non-EFT \$ Amount:

SVA

51862 3728

402 SMS584N1
ORDER FROM: 16XXXX
SHIP TO: 1623 / 315288

SALES MATERIALS SYSTEM
ORDER REVIEW

01/08/97 08:35
ORDER NUMBER: 7008-0057

SKU (LINES 1 - 1 OF 1 SHOWN)

QTY ITEM DESCRIPTION----- UNITS/SKU
165 520844 DOR B2G1F SLEEVE KIT-M 20 BOX

MAXIMUM ORDER	ORIGINAL ALLOC	L E	REMAIN ALLOC
QTY	QTY V	QTY	QTY
5760	R	447	

(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN PF7 - SCROLL UP

PF4 - CONTINUE WITH ORDER PF8 - SCROLL DOWN

PF12 - MAIN MENU PF1 - HELP

51862 3729

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

01/29/97

ACCOUNT NUMBER: 315288	DOWLING INC.
VOUCHER NUMBER: 15341673	92 CATAMOUNT DR.
DATE WRITTEN: 01/29/97	BOX#1002
STATUS: PAID	MILTON, VT 5468
AMOUNT PAID: 322.00	SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	11.50	322.00

EXPLANATION: DOR B2G1P 700D46 / RT

51862 3730